

ROBERT B. RICHARDS, JR.  
PRESIDENT



### Professional Experience:

Since 2001 — Richards Barry Joyce & Partners  
1998-2001 — Trammell Crow Company, Principal  
1988-1998 — Fallon Hines & O'Connor, Partner  
1987-1988 — Spaulding & Slye, Broker  
1982-1987 — CNN, Sportscaster

### Education:

Noble and Greenough School  
Dartmouth College, B.A.

### Affiliations:

NAIOP  
Greater Boston Real Estate Board Member

### Major Accomplishment/Transactions:

Twenty plus years of commercial real estate experience representing a variety of tenants and landlords as exclusive representative.

- CORENET Global 2009 "Real Estate Advisor of the Year award
- Life Sciences Deal of the Year 2007 – Shire Transaction
- Represented corporate clients such as, Dana Farber Cancer Institute, Forrester Research, Harvard Medical School, Shire Pharmaceuticals and Sapient Corporation in transactions across the United States, Europe, India, Asia and Australia.
- Winner of the Commercial Brokers Association 2000 Suburban Deal of the Year for work with Arthur D. Little in Newton, Cambridge and Watertown
- Boston Business Journal – Best Places to Work 2005
- Named Hot Broker by Commercial Property News
- Featured Speaker at numerous industry events, including NAIOP, CCIM and Massachusetts Continuing Legal Education
- Frequent guest on New England Cable News and other media outlets.

### Exclusive Tenant Representative and Consultant for Corporations and Professional Firms, Including:

Ascent Technology	Healthcare Ventures
Corning	Massachusetts Institute of Technology
Critical Therapeutics	Sapient Corporation
Dana-Farber Cancer Institute	Shire Pharmaceuticals
Forrester Research	State Street Corporation
Genzyme	TolerRx
Harvard Medical School	Vericenter
Harvard University	



RICHARDS BARRY JOYCE & PARTNERS, LLC